

Message Text

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INFO OCT-01 AF-10 ISO-00 SS-20 EB-11 AID-20 AGR-20 L-03

CIAE-00 INR-10 NSAE-00 RSC-01 /096 R

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DRAFTED BY COMM/OIM/AF/244/MLMANLEY/BY

APPROVED BY EB/OCA/REP:GPWILSON

COMM/OIM/AFXWRRXSKMILLER

COMM/OIM/AF/244/TFFIEDLER

COMM/265/MADDERHOLT

STATE/AF/E/HMELONE

STATE/AID/IJOHNSON (INFO)

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R 182109Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY ADDIS ABABA

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E.O. 11652:N/A

TAGS: BEXP, ET

SUBJ: TRADE ASSISTANCE: ETHIOPIA AMALGAMATED PRIVATE

LTD., ADDIS ABABA

REF: ADDIS ABABA 11530 AND 11853

1. FOLLOWING THREE DAYS OF TENSE NEGOTIATIONS AMONG PRINCIPALS, LAWYERS AND SHIPBROKERS, ATO GEBREYES BEGNA APPEARS TO HAVE SUCCESSFULLY ARRANGED FOR SHIPMENT OF 13,000 TONS OF FERTILIZER ON S.S. ACROPOLIS. SHIP SCHEDULED TO BE AT TAMPA OCTOBER 29 THROUGH NOVEMBER 5.

2. ACCORDING TO ED ARNIM, ALLIED CHEMICAL MARKETING MANAGER, BEGNA HAD "LOST" THREE SHIPS THROUGH PRICE BARGAINING. MEANWHILE PRICE SOARED FROM DOLS 26 TO DOLS 42 PER TON. ACTUAL PRICE NEGOTIATED BY BEGNA WAS DOLS 50.

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3. ALLIED INFORMED COMMERCE THAT IT WASNOT THE SELLER BUT WOULD NOT GIVE NAME OF ACTUAL SUPPLIER. SUPPLIER REQUIRED THAT BEGNA FURNISH EVIDENCE THAT SHIP WOULD BE LOADED BEFORE END OF OCTOBER. SUPPLIER REQUIRES TWO WEEKS LEAD TIME FOR SUBCONTRACTING FOR HOPPERS TO TRANSPORT FERTILIZER TO PORT.

4. ATO BEGNA TOLD COMMERCE THAT EACH TIME HE DIVULGED THE NAME OF A SHIP, ALLIED CLAIMED SHIP DID NOT QUALIFY FROM STANDPOINT OF LOADING DATES OR DESTINATION. UNDER ADVICE OF HIS LAWYER, BEGNA HAS MAINTAINED THAT SUPPLIER DOES NOT HAVE LEGAL RIGHT TO WITHHOLD FERTILIZER PENDING SHIP AVAILABILITY.

5. ALLIED TOLD COMMERCE THERE IS QUESTION ABOUT FERTILIZER AVAILABILITY IN NOVEMBER. COMMERCE IS KEEPING IN CLOSE CONTACT WITH ALLIED AND EMPHASIZING THE SERIOUS CONSEQUENCES INVOLVED IF FERTILIZER DOES NOT REACH ETHIOPIA BEFORE JANUARY.

6. POST WILL BE KEPT INFORMED OF DEVELOPMENTS. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE206888
Document Source: CORE
Document Unique ID: 00
Drafter: OIM/AF/244/MLMANLEY/BY
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731023/aaaaaqws.tel
Line Count: 83
Locator: TEXT ON-LINE
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: ADDIS ABABA 11530 AND 11853
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 09 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09-Jan-2002 by smithrj>; APPROVED <06 MAR 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE ASSISTANCE: ETHIOPIA AMALGAMATED PRIVATE LTD., ADDIS ABABA
TAGS: BEXP, ET
To: ADDIS ABABA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005